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MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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FEBRUARY 1984 SALES FOR COMMERCIAL HEAT TREATERS SHOW INCREASE OF 46.3% OVER FEBRUARY 1983 FIGURES

Continuing positive performance in the Metal Treating Industry is shown in February's billings which exceeded those for January, 1984 by 7.4%.

Industry-wide, February's sales figures amounted to $35.7 million, up from $24.4 million for the same month in 1983.

All eight MTI districts recorded increases over the February 1983 sales totals. This is the second month in a row that all districts showed such improvement.

A summary of percentage change by geographic regions follows:

	District	Jan.. 84 vs. Jan. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	30.1	22.0
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	42.5	39.6
3	South Central (W.PA-OH-IN-KY)	46.7	46.2
4	Michigan	83.2	86.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	34.3	42.8
6	North Central (IL-WI-MN-MO-IA)	59.1	54.4
7	Pacific Coast (CA-OR-WA-B.C.)	24.0	20.8
8	Southwest (TX-OK-AR-CO-AZ-LA-UT)	23.0	15.2

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METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1984

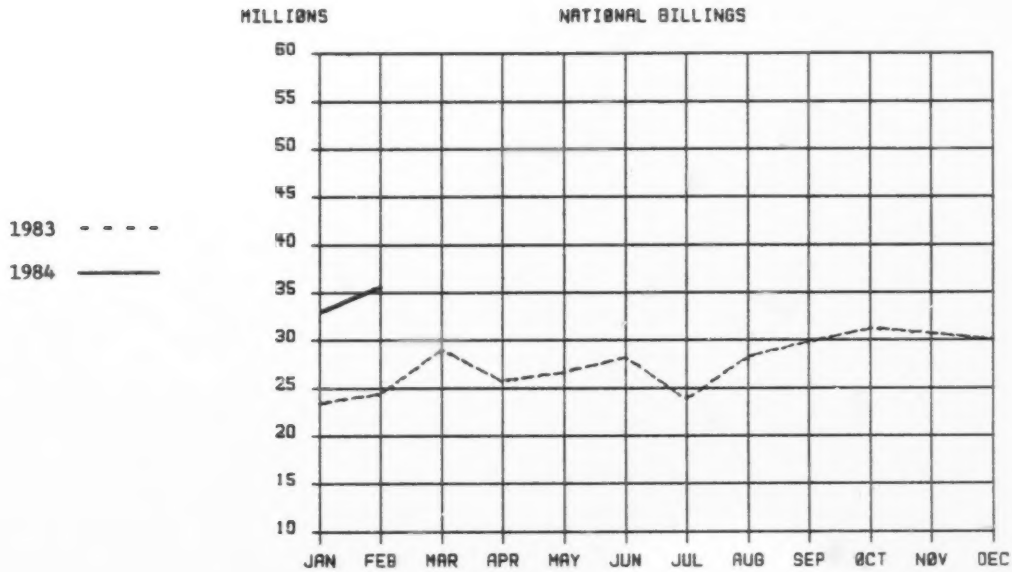
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	24403.0	35709.3	46.3	100.0	100.0
Dist. 1	15	1461.1	1901.4	30.1	6.0	5.3
Dist. 2	41	3787.7	5398.8	42.5	15.5	15.1
Dist. 3	52	3943.7	5785.5	46.7	16.2	16.2
Dist. 4	27	3392.3	6214.4	83.2	13.9	17.4
Dist. 5	19	1057.2	1419.9	34.3	4.3	4.0
Dist. 6	40	4757.1	7567.1	59.1	19.5	21.2
Dist. 7	36	3799.7	4710.7	24.0	15.6	13.2
Dist. 8	27	2204.3	2711.3	23.0	9.0	7.6
Foreign	10					

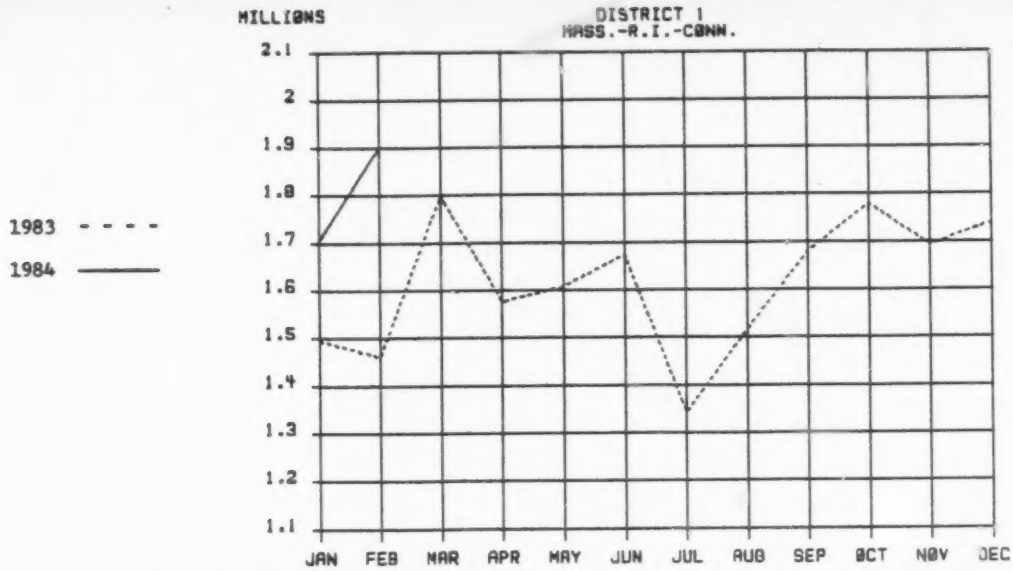
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	47765.6	68643.5	43.7	100.0	100.0
Dist. 1	2956.6	3606.7	22.0	6.2	5.3
Dist. 2	7573.4	10568.9	39.6	15.9	15.4
Dist. 3	7485.6	10940.3	46.2	15.7	15.9
Dist. 4	6469.2	12077.4	86.7	13.5	17.6
Dist. 5	1982.4	2831.6	42.8	4.2	4.1
Dist. 6	9337.5	14420.9	54.4	19.5	21.0
Dist. 7	7455.9	9008.2	20.8	15.6	13.1
Dist. 8	4505.0	5189.6	15.2	9.4	7.6

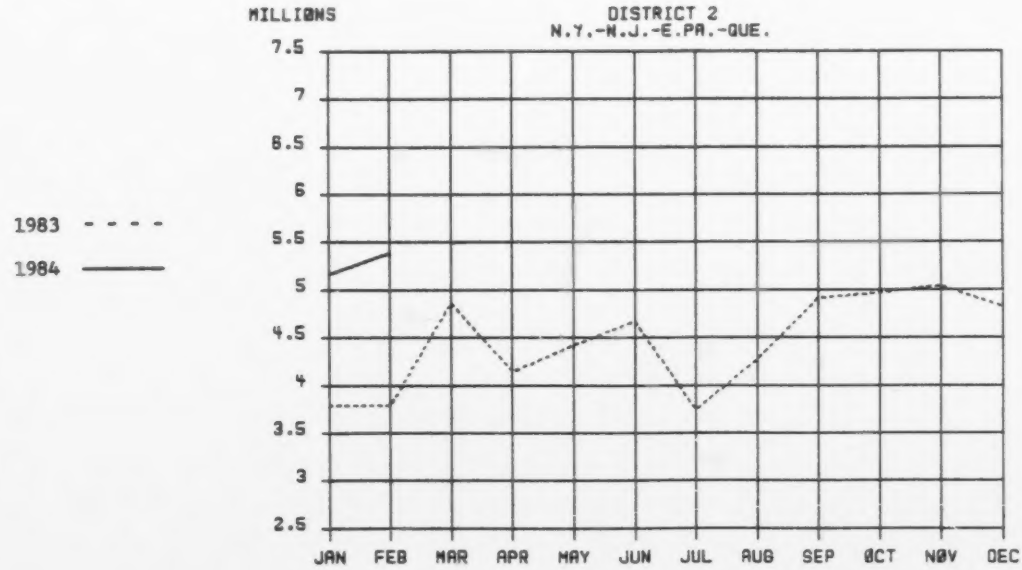
[1] Total MTI membership including firms that do not participate in monthly analysis.



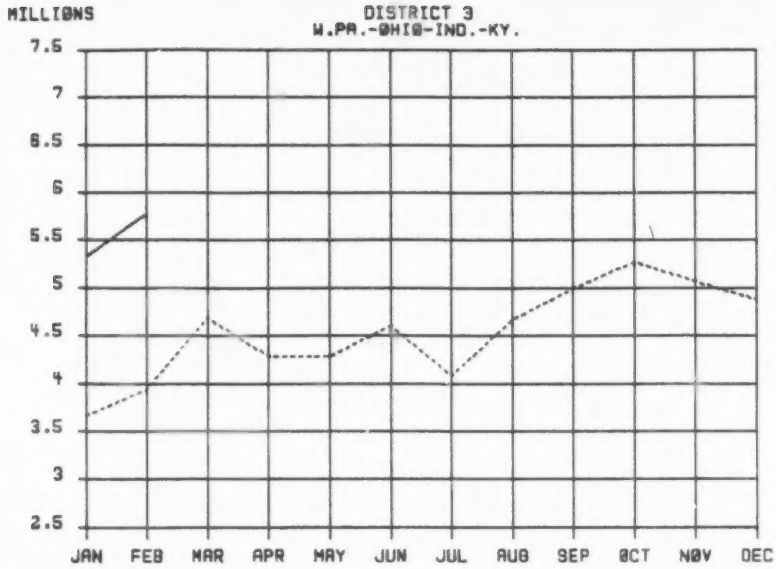
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.3	46.3										
% Change	Cumulative	41.3	43.7										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.0	30.1										
% Change	Cumulative	14.0	22.0										



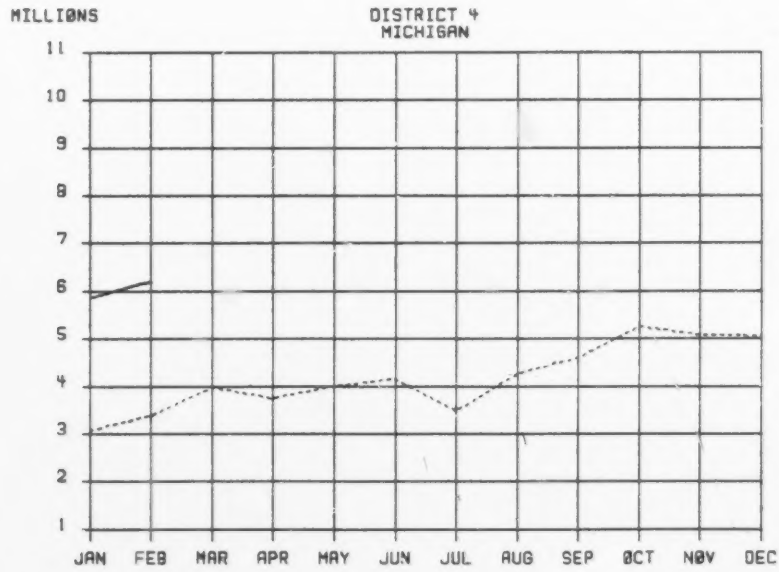
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5										
% Change	Cumulative	36.6	39.6										



1983 - - - -

1984 ———

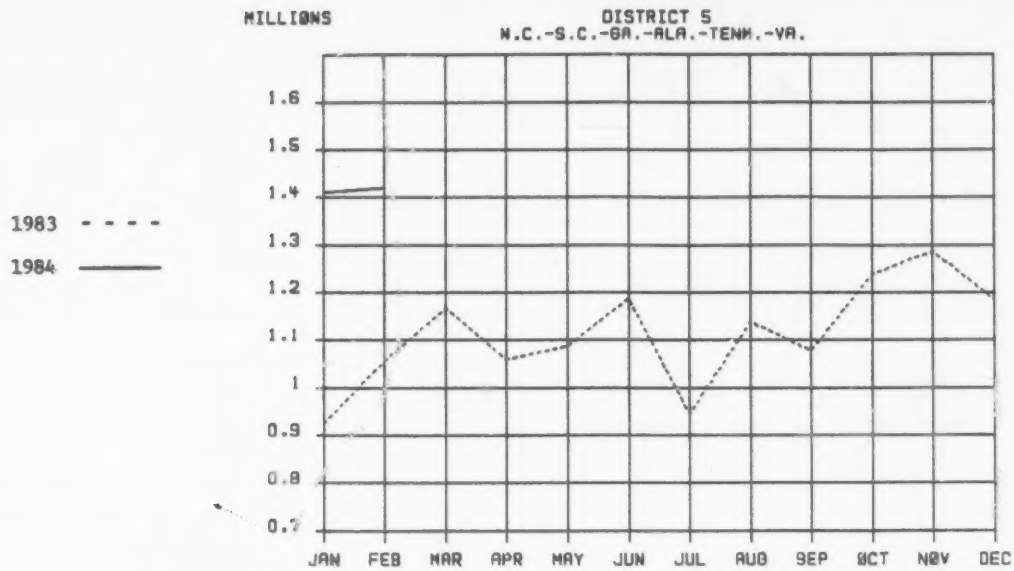
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	46.7										
% Change	Cumulative	45.6	46.2										



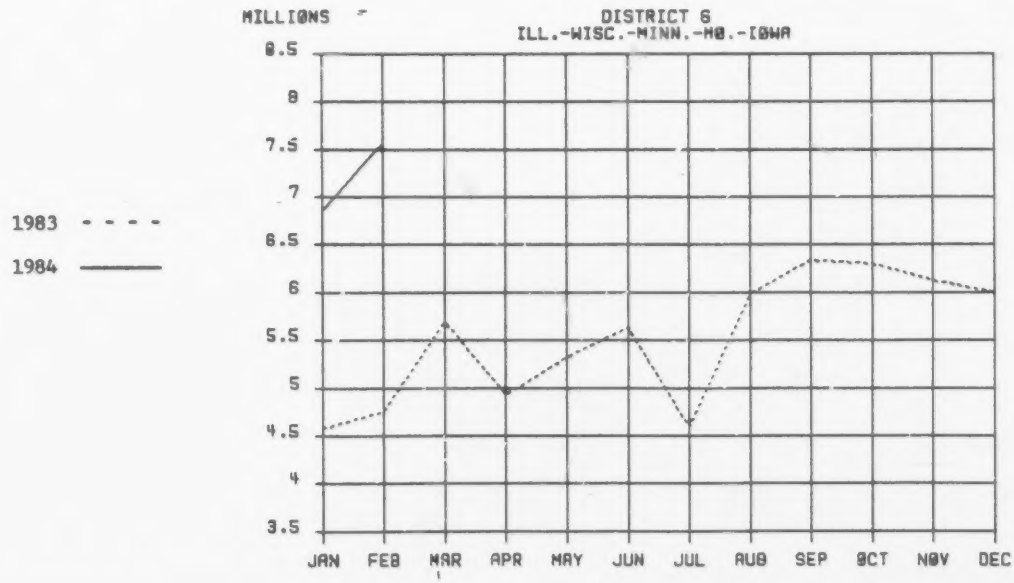
1983 - - - -

1984 ———

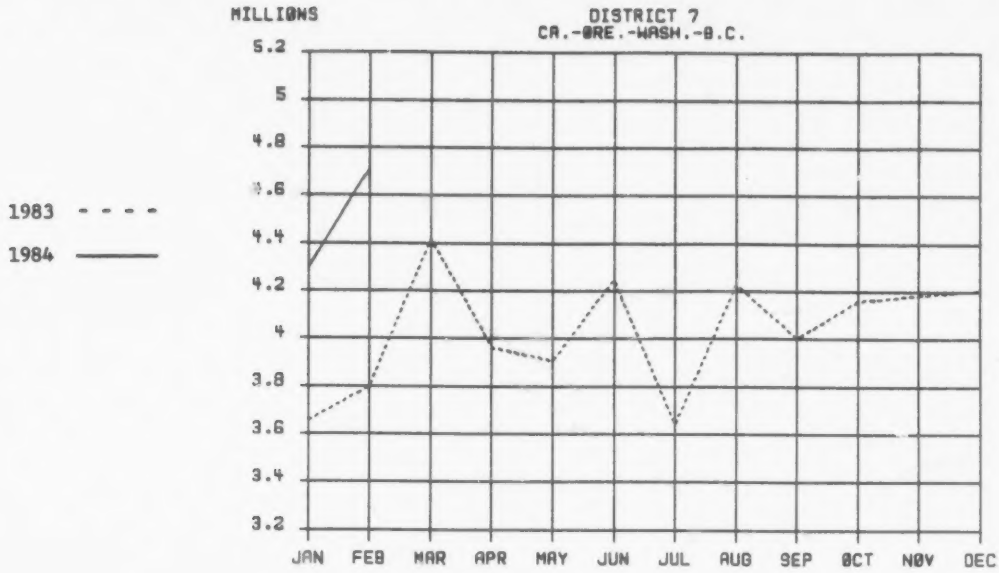
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2										
% Change	Cumulative	90.5	86.7										



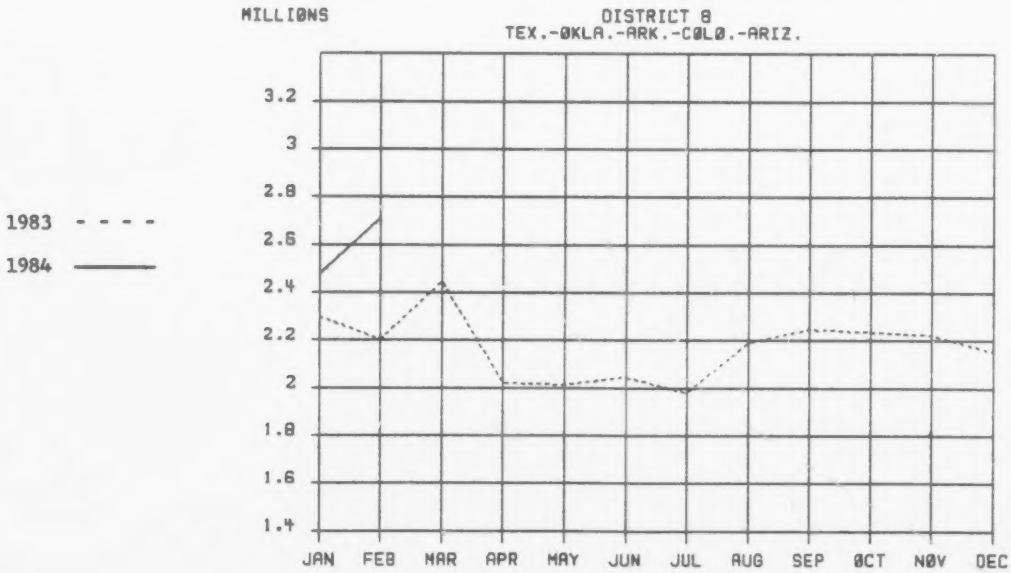
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	62.5	34.3										
% Change	Cumulative	62.5	42.8										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1										
% Change	Cumulative	49.6	54.4										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	24.0										
% Change	Cumulative	17.5	20.8										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	23.0										
% Change	Cumulative	7.7	15.2										